

Message Text

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ACTION COME-00

INFO OCT-01 AF-04 ISO-00 EB-07 DOTE-00 INT-05 CIAE-00

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TO SECSTATE WASHDC 7262

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E.O. 11652: N/A

TAGS: EIND, EMIN, BEXP, BMEP, NI

SUBJ: MAJOR PROJECT: IRON AND STEEL

REF: LAGOS 10703

1. WILLIAM P. MCCABE, VICE PRESIDENT, ENGINEERING PRODUCTS, SWINDELL-DRESSLER COMPANY (SEE STATE 256167), AND EMBOFF MET WITH PROJECT MANAGER, NIGERIAN STEEL DEVELOPMENT AUTHORITY, DECEMBER 6. MCCABE EXPRESSED KEEN INTEREST OF HIS COMPANY IN PARTICIPATING IN IRON AND STEEL PROJECT. POSSIBLE ROLES INCLUDE CONSULTING, SUPPLYING HYL DIRECT REDUCTION PROCESS, JOINT VENTURE IN REFRACTORY MANUFACTURE, SALES OF ELECTRIC FURNACES, AND/OR SUPPLY OF EQUIPMENT INCLUDING BLAST FURNACES. MCCABE IMMEDIATELY FOLLOWED UP VISIT WITH LETTER STRESSING SWINDELL-DRESSLER'S UNIQUE EXPERIENCE IN WORKING WITH SOVIET STEEL INDUSTRY AND PROMISING RESUME CONTACT AT PROJECT MANAGER'S CONVENIENCE. HE INTENDS MAIL MORE SPECIFIC INFORMATION FROM US.

2. MILES A. WALSH, INDEPENDENT NYC MINING CONSULTANT REPRESENTING UNNAMED US MINERALS COMPANY (STATE 267136), SAW PROJECT MANAGER DECEMBER 11. ACCORDING WALSH, CONVERSATION WAS VERY GENERAL, BUT OPPORTUNITY FOR HIS CLIENT TO PARTICIPATE WITH NSDA IN IRON ORE OR COAL MINING MIGHT MATERIALIZE.

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3. COMMENT: ALSO CONSIDERING RECENT CONTACT BETWEEN NSDA AND

KAISER ENGINEERS (STATE 248436) AND FOSTER WHEELER REPRESENTING THE ARMCO DIRECT-REDUCTION PROCESS (REFTEL), EMBASSY HOPES THESE VISITS REPRESENT REAWAKENING OF INTEREST ON PART OF US INDUSTRY IN THE NIGERIAN IRON AND STEEL PROJECT. PROJECT IS SO VAST (\$2.5 BILLION PLUS) AND TIME SO SHORT (START UP BY 1980 OR AS SOON AS POSSIBLE THEREAFTER) THAT NIGERIANS WILL REQUIRE HELP FROM MANY QUARTERS IN ADDITION TO THE SOVIET UNION AND THE INDEPENDENT WESTERN CONSULTANT NOW BEING ENGAGED. CONTINUED DEPARTMENT OF COMMERCE EFFORTS TO IDENTIFY AND INFORM APPROPRIATE US COMPANIES IS APPRECIATED. PROJECT MANAGER COMMENTED TO MCCABE THAT THE MEETING WAS HIS FIRST IN MANY YEARS WITH SOMEONE FROM US INDUSTRY. EMBOFF SAID THIS WAS SITUATION WE EXPECTED TO CHANGE.

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Message Attributes

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Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
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TAGS: EIND, EMIN, BEXP, NI, SWINDELL-DRESSLER CO, (MCCABE, WILLIAM P)
To: STATE
Type: TE
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